

## Message Text

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PAGE 01 SEOUL 02659 010936Z

ACTION EA-09

INFO OCT-01 EB-08 ISO-00 SSO-00 COME-00 /018 W

-----010940Z 129128 /10

O 010909Z APR 77

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC IMMEDIATE 3006

LIMITED OFFICIAL USE SEOUL 2659

EO 11652: N/A

TAGS: EFIN, BENC, KS

SUBJECT: US SCHEDULE FOR COMMERCE AND INDUSTRY MINISTER CHANG  
YIE JOON

1. SENIOR ENGINEER LEE D. HABECKER OF E.I. DU PONT DE NEMOURS AND CO. HAS INFORMED EMBASSY OF THE DESIRE OF RANKING OFFICIALS OF DUPONT'S WILMINGTON, DELAWARE HEADQUARTERS TO MEET MINISTER CHANG AND IF POSSIBLE SHOW HIM THE RANGE OF TECHNOLOGY DU PONT CAN OFFER. OBVIOUS OPPORTUNITY EXISTS OF APRIL 11 WHEN MINISTER APPEARS TO HAVE NO SCHEDULE EXCEPT TRAVEL FROM WASHDC TO NEW YORK DURING WHICH HIS PARTY MIGHT STOP IN WILMINGTON FOR BRIEFINGS AND LUNCH. HOWEVER, DU PONT IS PREPARED TO DISPATCH 3 GENERAL MANAGERS (INTERNATIONAL, INDUSTRIAL CHEMICALS AND TEXTILE FIBRES) TO MEET CHANG IN WASHDC OR ELSEWHERE.

2. DU PONT HAS TWO PENDING PROJECTS WHICH ARE FACING HEAVY JAPANESE COMPETITION AND IF SUCCESSFUL WOULD REPRESENT THE FIRST ENTRY OF DU PONT TECHNOLOGY INTO KOREA. PRODUCT OF BOTH WOULD SUBSTITUTE FOR IMPORTS FROM JAPAN. THE FIRST IS THE TECHNOLOGY FOR THE HYDROGEN PEROXIDE PLANT WHICH IS LISTED AS NUMBER 8 ON THE EPB US EXIMBANK PRIORITY LIST FOR 1977. (DU PONT BELIEVES THAT LOWER LEVELS IN MCI FAVOR THE COMPETING BUT LESS ADVANCED MITSUBISHI TECHNOLOGY.)

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THE SECOND PROJECT IS FOR DRY SPUN ACRYL TECHNOLOGY IN ASSOCIATION WITH CHONGBANG CO. LTD. AGAINST COMPE- TITION FROM HANIL USING ASAHI KASEI WET SPUN ACRYL TECHNOLOGY. DU PONT REP. BELIEVES THAT ROKG DECISION MAKERS MAY NOT REALIZE THAT THE DRY SPUN ACRY PROCESS IS THE SUCCESSOR TO WHAT ASAHI KASEI IS OFFERING (AND LOWER LEVELS IN MCI SEEM TO FAVOR).

3. EMBASSY BELIEVES THAT THE FIRST INTRODUCTION OF DU PONT TECHNOLOGY OUTWEIGHS THE VALUE OF THESE IMMEDIATE PROJECTS BECAUSE IT WILL LEAD TO FOLLOW ON PROJECTS WHICH WILL LEAD TO FURTHER IMPORT SUBSTITUTION OF FINE CHEMICALS WHICH ARE NOW IMPORTED FROM JAPAN. DU PONT WILL ATTEMPT TO CONTACT KOREA DESK FOR ADVICE ON HOW TO EXTEND INVITATION TO MINISTER, BUT ALSO REQUESTS THAT IF POSSIBLE MAYHEW TELEPHONE DR. A.S. BJORNSON (302) 774-5907 AT WILMINGTON (ALTERNATELY DR. A. F. CHADWICK) TO PROVIDE CONTACT WITH ROK EMBASSY BELIEVES THAT MINISTER AND PARTY SHOULD BE ENCOURAGED TO TAKE UP DU PONT'S INVITATION WHICH SUPPORTS MAJOR PROJECT EFFORTS OF THIS MISSION.  
SNEIDER

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MINISTERIAL VISITS, PROGRAMS (PROJECTS)  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
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**Executive Order:** N/A  
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**Subject:** US SCHEDULE FOR COMMERCE AND INDUSTRY MINISTER CHANG YIE JOON  
**TAGS:** EFIN, BENC, KS, DU PONT DE NEMOURS & CO, (CHANG YIE JOON)  
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**Review Markings:**  
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